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## NCA&T Student Gets Start at CCD Event

Roshouny Johnson attended the NCDOT Construction Career Days (CCD) event in 2006 as a sophomore student with his high school drafting teacher at Northern Durham High. Roshouny was excited about getting out of class for the day, but little did he know he was about to participate in a program that would inspire him to choose a career path in the construction industry. Today, Roshouny is a recent graduate of North Carolina A&T State University with a Bachelor of Science degree in Construction Management.

"As I reflect and look back, I recognize how valuable the CCD program influenced my decision to pursue a career in construction. The event gave me an opportunity to talk one-

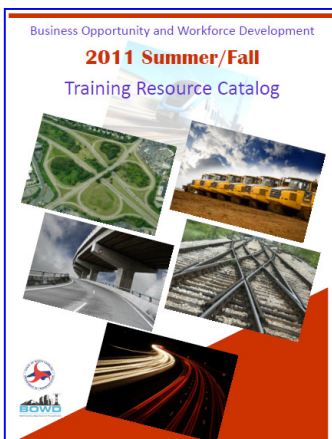
[See CCD p. 3]

**Roshouny Johnson, a recent NCA&T graduate, got his career start at a CCD event.**



## BOWD Summer/Fall 2011 Training Resource Catalog Now Available to DBEs

The latest edition of the BOWD Training Resource Catalog is now available for DBE firms to enroll or register for upcoming workshops and seminars. Training courses featured in the catalog include:



- Work Zone Supervisor
  - Soil and Erosion Control Certification
  - Flagger Certification
  - QuickBooks training
  - Construction Contractor Development
  - OSHA 10-hour and 30-hour Safety Training
  - Bidding & Estimating
  - Social Media, Websites & Marketing
- DBEs can log on to

[www.ncbowd.com](http://www.ncbowd.com) for additional details about course descriptions and registration deadlines.

## "Dog Days of Summer"

You are busy, drained, tired and hot. You daydream of taking a vacation, grilling cheeseburgers, and relaxing poolside with a cool beverage. But, there is too much work to do and not enough hours in the day to get it all done. Welcome to the "Dog Days of Summer."

The term was originally connected with astrology and with "Sirius" the Dog Star. But now the term seems fitting for these midsummer days when you are "dogged" by work you want to put off, commitments that keep you tied to your desk, and goals that are not yet achieved.

The "Dog Days of Summer" routinely show up every year, but that doesn't make working through them any easier. However, take heart in knowing that if you "make hay while the sun is shining," you will be closer to completing your work, meeting your commitments, and most importantly, achieving your goals.



**Mr. Shelton Russell**  
BOWD Director



## Project Legacy Firms Positively Impact State's Economy

In June 2009, BOWD launched the Project Legacy program with the goal of increasing the capacity of a selected group of DBE firms in the transportation industry. Two years later, this goal is becoming a reality as 15 of the 20 original firms are still active in the program. In addition, the 15 active firms have achieved an aggregate growth rate for gross revenues of 41 percent from 2009 to 2010. This growth rate comes from total gross revenues totaling \$20.4 million in 2009, and growing to \$28.8 million in 2010. This is an amazing accomplishment given the current economic recession.

Project Legacy firms have also demonstrated capacity growth in other areas during the two years of the program. Several firms made significant investments in capital assets that make them more competitive in the transportation industry. Investments include items such as new highway construction equipment for diversification, new software systems for improved project management efficiency, a new asphalt plant for vertical integration, and new websites for enhanced marketing and exposure.

Other signs of growth among the Project Legacy firms has been the development of several strategic partnerships and joint ventures between participating firms. This result came from the ongoing relationship building and networking between Project Legacy firms at the quarterly meeting in Raleigh. Project Legacy firms have joined to bid projects as a team, entered into prime/subcontractor relationships, and have referred work to one another when opportunities were presented. BOWD expanded the Project Legacy program to include 10 additional firms in June 2011.



*DBEs excel and expand in the BOWD Project Legacy Program*

## State Approves New Contracts for Small Professional Services Firms



North Carolina House Bill 200 within the state budget has been approved to help Small Professional Services Firms (SPSF) gain additional contract opportunities with the N.C.

Department of Transportation. Section

28.9 of the bill states: The Department of Transportation shall seek to increase the use of contracts to further privatize design and engineering work where practical and economical. In doing so, the Department of Transportation shall do the following: (1) Identify state-funded professional service contracts of \$250,000 or less that are likely to attract increased participation by Small Professional Services Firms and then direct the solicitation of applicable

contracts to those firms; (2) Expand the use of multiple contract awards for maintenance and repair projects; 3) Increase the outsourcing of preliminary engineering projects to 50 percent of the total funds in the annual work plan.

Of the funds appropriated in this act to the Department of Transportation, \$7 million per year has been allocated for small construction projects recommended by the State Highway Administrator. Additionally, \$12 million is allocated statewide in each fiscal year for rural or small urban highway improvements and related transportation enhancements to public roads and public facilities, industrial access roads, and spot safety projects; including pedestrian walkways that enhance highway safety. There are more than 300 Small Professional Services Firms certified with the state.



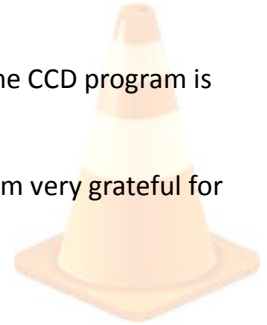
## Construction Career Days Event Increases Student Interest

*[cont'd from p. 1]*

on-one with professionals and tradesmen in the construction industry. They were excited about sharing their knowledge and experience with students about the many opportunities the construction industry had to offer. They were very encouraging and changed my impression of the construction industry as a whole,” Roshouny said.

Marvin Butler, OJT Program Manager, said, “Mr. Johnson is a result of the success and impact the CCD program is having on students across our State. We are very proud of him and the success he has attained.”

Roshouny added, “It is better to build youth than to repair adults. CCD is doing a remarkable job. I am very grateful for what the CCD program has done for me and will continue to do for other students like me.”



## BOWD Representatives to Attend Carolinas Minority Supplier Development Council (CMSDC) Business Opportunity Conference

NCDOT’s Business Opportunity & Workforce Development (BOWD) office will have a presence at the Carolinas Minority Supplier Development Council’s 34<sup>th</sup> Business Opportunity Conference (BOC), Aug. 8-10 at the Washington Duke Inn & Golf Club in Durham, NC. The three-day event will highlight the efforts of BOWD and similar programs to increase DBE participation on contracts and procurements.

BOC will feature corporate executives and procurement professionals from the world’s largest purchasing organizations, along with hundreds of minority business owners. Emmy award winner and BET host Ed Gordon will provide the keynote address during the Tuesday, Aug. 9 business luncheon.

The Carolinas MSDC is a non-profit corporation chartered to enhance business opportunities for minority-owned companies by providing support through developing mutually beneficial networking opportunities with corporate members and promoting minority business development.

The annual BOC forum has grown steadily with more than 1,000 walk-through participants expected this year.



Events will include a golf tournament, an exclusive CEO breakfast on Tuesday, Aug. 9, followed by training sessions that address the needs of procurement/supplier diversity professionals and minority business owners.

Other scheduled activities include: Billion Dollar Roundtable discussion; an Awards Dinner to celebrate corporations and minority business achievements; and the Minority Business Enterprise matchmaker and tradeshow on Wednesday, Aug. 10, that gives corporations an opportunity to meet one-on-one with top minority suppliers.

This year, America’s biggest corporations are expected to spend almost \$100 billion buying goods and services from minority-owned businesses. Industry research confirms that minority suppliers are the fastest-growing segment of today’s business landscape, making the BOC an ideal event for business development. “We expect the fine example of business and civic leadership set by our prominent corporate and certified minority businesses to motivate others to join us in ensuring the success of our economy,” said Farad Ali, Carolinas MSDC interim president.





# Success Stories

*Creating Successful Opportunities in Business*



## Business Opportunity and Workforce Development Contact Information

Main Number: (919) 508-1808 or (800) 522-0453 toll free • Fax Number: (919) 508-1814

Online: [www.ncdot.org/business/ocr](http://www.ncdot.org/business/ocr) • [www.ncbowd.com](http://www.ncbowd.com) • [bowd\\_info@ncdot.gov](mailto:bowd_info@ncdot.gov)

**Director—Shelton Russell • [sarussell@ncdot.gov](mailto:sarussell@ncdot.gov)**  
Business Officer—Tamika Hackney • [tdhackney@ncdot.gov](mailto:tdhackney@ncdot.gov)  
Administrative Assistant—Nona Stell • [nstell@ncdot.gov](mailto:nstell@ncdot.gov)

### DBE Development Section

MB/WB Development Specialist (Divisions 1, 2, 4, 5)—Eric Miller • [eemiller@ncdot.gov](mailto:eemiller@ncdot.gov)  
MB/WB Development Specialist (Divisions 3, 6, 8)—Kathy Lindsey • [klindsey@ncdot.gov](mailto:klindsey@ncdot.gov)  
MB/WB Development Specialist (Divisions 7, 9, 11)—Tami Gabriel • [tgabriel@ncdot.gov](mailto:tgabriel@ncdot.gov)  
MB/WB Development Specialist (Divisions 10, 12, 13, 14)—Rachelle Latimer • [rllatimer@ncdot.gov](mailto:rllatimer@ncdot.gov)

### SBE/HUB Development Section

HUB Program Coordinator—Bonnie Tripp Simmons • [btsimmons@ncdot.gov](mailto:btsimmons@ncdot.gov)  
SBE Development Specialist—Thomas Burt • [tburt@ncdot.gov](mailto:tburt@ncdot.gov)

### Workforce Development Section

On-the-Job Training Manager—Marvin Butler • [mbutler@ncdot.gov](mailto:mbutler@ncdot.gov)  
On-the-Job Training Consultant—Roberto Perez • [wrperez@ncdot.gov](mailto:wrperez@ncdot.gov)  
On-the-Job Training Consultant—Nicole Carlyle • [npcarlyle@ncdot.gov](mailto:npcarlyle@ncdot.gov)